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**SVP, Client Strategy and Analytics**

**Req #1793**

Virtual

**Applied**

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**Job Description**

Posted Friday, May 9, 2025 at 7:00 AM

**Who We Are**

Magnit is the future of work. Serving hundreds of the world’s most recognizable brands for the past 30+ years, Magnit offers the industry’s first holistic platform for the modern workforce. Magnit's integrated workforce management (IWM) platform supported by data, software, intelligence, and best-in-class services team is key to our clients’ success. It can adapt quickly to regional or industry economic shifts, and provides the speed, scale, flexibility, transparency, and expertise required to meet an organization’s contingent workforce management, talent strategy and broader organization goals. At Magnit, you’ll work with passionate colleagues who collaborate and deliver meaningful results that positively transform the largest companies around the globe.

About the Role

Magnit is seeking a forward-thinking, data-driven executive to lead our SVP Customer Strategy and Analytics function. In this SVP role, you will architect and execute strategies that drive gross profit (GP) growth at the customer level, deepen client engagement and retention, and advance our mission of achieving 100% client retention.

You’ll lead a high-impact team focused on customer segmentation, strategic insights, and market positioning — with a mandate to turn data into enterprise value. Sitting at the intersection of marketing, analytics, and strategic planning, this role is core to Magnit’s continued growth and customer-centric evolution.

What You Will Do

***Customer Segmentation & Strategic Insight:***

* Build and operationalize a comprehensive customer segmentation model to inform account strategy, marketing efforts, and service delivery design.
* Analyze client behaviors, value drivers, and profitability to identify growth opportunities at both the segment and individual account levels.
* Use data to uncover patterns and trends that fuel smarter go-to-market decisions and enhance client lifetime value.
* Identify client growth opportunities and translate to business value that Client Services can activate via expansion sales for both the customer and Magnit.

***Client Retention & GP Growth Enablement:***

* Partner with Sales, Client Services, and Finance to proactively identify and act on opportunities to grow GP within existing accounts.
* Lead initiatives to detect early signs of client risk and co-create mitigation plans that protect revenue and deepen relationships.
* Champion a culture of client-centricity by embedding data and insight into how we manage, measure, and grow accounts.

***Strategic Advisory & Executive Engagement:***

* Serve as a strategic thought partner to the ELT, Growth Leadership Team, and broader team, offering insights that inform pricing, portfolio strategy, and investment decisions.
* Deliver compelling, insight-led narratives that translate analytics into action — internally for decision-making, and externally to demonstrate evalue to clients.
* Guide strategic account planning by providing clients and internal teams with benchmarking, industry trends, and performance analytics.

***Marketing & External Positioning:***

* Lead the marketing strategy in partnership with brand, content, and demand gen teams — ensuring efforts are anchored in client insight and aligned to growth goals.
* Elevate Magnit’s market presence through thought leadership rooted in proprietary data and customer intelligence.
* Develop value propositions and campaigns tailored to high-value segments, driving both acquisition and retention.

***Analytics Leadership & Capability Building:***

* Build and lead a world-class analytics function and analyst team that supports real-time visibility into business performance and client health.
* Scale predictive modeling, dashboarding, and reporting capabilities that empower client-facing teams and executive leaders.
* Establish best-in-class measurement frameworks that link marketing, client success, and business outcomes — especially at the GP level.

What You Will Need

* 15+ years of experience in marketing strategy, business analytics, customer strategy, or growth-focused roles, preferably in B2B or services industries.
* Demonstrated success in using segmentation and analytics to drive client-level profitability and retention.
* Executive-level communication and advisory skills, with the ability to influence across functions and levels.
* Deep understanding of marketing performance, customer lifecycle analytics, and business intelligence tools.
* Experience in tech-enabled services, workforce solutions, or SaaS is strongly preferred.
* Experience leading a team of analysts.

**Ideal Candidate Profile:**

* You’re a strategic, analytical leader who thrives on turning complex data into simple, actionable insights. You think like a consultant, operate like a CMO, and lead like a GM. You understand that in a service business like Magnit, client relationships are the core asset — and you know how to scale that advantage using data, strategy, and insight.

**What Magnit will Offer You**

At Magnit, you’ll be joining an innovative, high-growth environment and can quickly make an impact to help transform the largest companies in the world. You will work with passionate colleagues who collaborate and deliver. Magnit offers all employees the opportunity for growth and development, and we want individuals to fulfill their potential and blaze their own trails!

Magnit will offer you a competitive PTO and benefits package, including medical, dental, and vision coverage, retirement planning, as well as discounts and perks for tickets, travel, merchandise and more! Magnit encourages employees to participate in giving back, and we will match employee contributions to favorite charities and support corporate volunteering hours to make a difference in your community!

**If this role isn’t for you**

Stay in touch, we will let you know when we have new positions on the team.  
  
To see a complete list of our open career opportunities please visit.

<https://magnitglobal.com/us/en/company/careers.html>

To do our best work we need different viewpoints. Therefore, we celebrate diversity and embrace inclusion.

As an equal opportunity employer, we are dedicated to building a team that represents a variety of backgrounds, perspectives, and skills.  We strive to ensure that we maintain a positive and enriching work environment for all.

By applying to this role, you consent to Magnit safely storing and managing your personal data. Please read this link to learn more.    
<https://magnitglobal.com/us/en/privacy-notice.html>

**Job Details**

Job Family

**Staff Jobs**

Pay Type

**Salary**

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